



## Sales Manager

- **Vacancy for:** 2
- **Posted on:** Aug. 7, 2017
- **Deadline:** Aug. 23, 2017, 5 p.m.

### Basic Job Information

Job Category	: Sales / Public Relations
Job Level	: Senior Level
Employment Type	: Full Time
Job Location	: Kathmandu and Pokhara with frequent visit outside valley
Offered Salary	: Negotiable

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### Job Specification

Education Level : Under Graduate (Bachelor)  
Experience Required : More than or equal to 3 years

### Other Specification

- Bachelor in any stream/ Master preferred (Sales and Marketing)
  - Should have minimum 3 years experience in automobile four wheeler commercial vehicles
  - Should be smart with positive attitude
  - Should have good communication and convincing skill
  - Should be fluent in both written and spoken English
  - Should be enthusiastic, ambitious and self-confident
  - Should be able to work alone and on their own initiative
  - Should have good Computer skill (MS Office and Internet)
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### Job Description

- Understand Vehicle by studying their features and capabilities, as well as comparing and contrasting competitive models
- Report to the Manager regarding reviews, analyses, objectives and planned activities
- Develop buyers by keeping good rapport with previous and new customers; also by suggesting trade-ins; respond to inquiries.
- Prepare sales campaigns and promotional activities (Demo, Display, Test Drive and so on).
- Qualify buyers by understanding their interests and requirements; matching requirements and interests to various models, etc.
- Close sales by overcoming objection(s); complete sales or purchase contracts; explain provisions; offer services, warranties and financing; collect payment and deliver automobile
- Figure out customer's needs by listening and asking questions
- Perform walk-around with new and old customer and demonstrate features of suitable vehicles
- Ensure that customers understand the vehicle's operating features, paperwork and warranty
- Establish and maintain follow-up system, which encourages repeat business cum referrals
- Review sales statistics and plan more effectively to improve sales.
- Devising a marketing plan and setting sales targets for the team
- Monitoring the work of the team and encouraging them to meet their set targets
- Advising the team on any problems identified and keeping them motivated
- Setting up incentives and bonus schemes
- Effectively close sales

**Offered Salary:** Negotiable + Incentive + TADA + Bonus

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### Applying Procedure

Apply Link : <https://merojob.com/sales-manager-93/>

